

**From:** Matthew Price  
**Sent:** Monday, February 09, 1998 9:50 AM  
**To:** Jon DeVaan; Steven Sinofsky; Jon Reingold  
**Cc:** Kirstin Larson (Office); Sandra Payne (Waggener Edstrom); Krista Lapardo (Waggener Edstrom); Dennis Tevlin  
**Subject:** 3YO heads up for the 1 Office review that we lost

**Importance:** High

On the PR slide for the 3YO we mention that we lost 1 review out of a total of 74 that were written. Here's some information on the nature of this review (we lost due to a pure performance comparison to Office 95, not to competitors). Also, the kinds of reviews we received is broken out below. Jonre has hardcopy of the review.

**Office Reviews**

The 1 loss was a PCWorld article which focussed on performance and advised users that they may be better to stay with Office 95 than move to 97 due solely to performance reasons. (Actually, the review was fairly negative about the performance of all the suites.)

**PC World - July 1997**

**Cathy Kenny**

[http://www.pcworld.com/software/software\\_suites/articles/jul97/1507p066.html](http://www.pcworld.com/software/software_suites/articles/jul97/1507p066.html)

The review focused on performance of the new suites. Office 95 held on to the lead of being the fastest suite. SmartSuite 97 was about 6 percent faster overall than SmartSuite 96, mainly because of 1-2-3 release 97's glacial printing performance. Office 97 was actually 12 percent slower than Office 95 in our tests. Moreover, Office 95 held on to first place, but not by much. We couldn't formally test Corel's new WordPerfect Suite 8 because a shipping version wasn't available at press time. We did examine a preproduction version of the suite; see "WordPerfect Suite Tightens Integration, Improves Web Features." Also mentioned in the piece: "By contrast Word 97 was nearly 25 percent slower than Word 95."

**Key Takeaway from the article:**

Overall, performance differences between the new and old suites doesn't justify upgrading. To speed things up, consider more RAM or a faster PC.

**Breakdown of Office Reviews**

Product	Comparative	Stand Alone	Features/News Hits	Tips/Tricks	Total
Office	9 8 wins (positive) 1 loss (negative)	29 27 wins (positive) 2 neutral	6 4 win (positive) 2 neutral	3 wins (positive)	47
Word	0	5 wins (positive)	1 news/neutral	1 win (positive)	7
Excel	1 neutral	3 wins (positive)	0	1 win (positive)	5
PPT	1 wins (positive)	3 wins (positive)	0	0	4
Access	2 wins (positive)	9 wins (positive)	0	0	11
<b>Total</b>	<b>13</b>	<b>49</b>	<b>7</b>	<b>5</b>	<b>74</b>